

100 years ago what Walmart is today." Perhaps in a century Walmart will similarly be remembered as an icon of a by-gone era, but the mercantile comparison is apt. With over 8,000 stores worldwide, and with an emphasis on volume purchases and discount prices, Woolworth's was a retailing giant.

The early efforts of Frank Winfield Woolworth did not portend such success. Born on a farm in Jefferson County in 1852, his favorite boyhood game was playing store but initially he was not very good at it. At 19 he began working in a village grocery store at no pay, and did so for 2 years. After a similar 3-month internship at Moore & Smith in Watertown, he finally secured gainful employment as a store clerk at \$3.50 a week.

Dollar stores might seem to be a late 20th century development, but in 1875 there was a profitable 99 cent store in Watertown. Mr. A. Bushnell hired Woolworth as a \$10-dollar-a-week clerk in a 99 cent store he was opening in Port Huron, MI. Woolworth's lack of salesmanship led to a \$1.50 cut in his salary. Still, he saw the possibilities of a store with all merchandise priced the same. In 1877 Woolworth returned to Moore & Smith. The next year he persuaded his employers to try a counter at a county fair on which all items sold for five cents. It was a great success.

Woolworth persuaded Mr. Moore to back him with \$300 for a five cent store on Bleeker Street in Utica, but it failed after 3 months. Woolworth realized that he had not had enough variety in his stock so in 1879 he opened a new store in Lancaster, PA with a line of ten-cent items as well. This one succeeded. Woolworth soon perfected the combination of inexpensive items you occasionally needed with inexpensive items you occasionally wanted. He opened his second store in Reading in 1884 and continued to expand. By 1909 Woolworth was in a position to commission the tallest building in the world, which the Woolworth Building was when it was completed in 1913.

Woolworth's early partners had opened their own chains of five and tens. In 1912 they all were absorbed by the F.W. Woolworth Co., giving Woolworth control over 596 stores. He constantly strived to expand his line of five and ten cent merchandise, and was able to keep costs down by having goods manufactured especially for his chain, sometimes buying an entire year's output from a factory.

Frank Woolworth died in 1919. His empire continued to grow. By 1954, 75 years after his first sale, Woolworth's had 2,850 stores and \$700 million in annual sales. Six years later sales topped \$1 billion. But changes on the American landscape and in the retail world were underway, and they would eventually lead to Friday's announcement. The emigration to the suburbs and competition from drug stores, specialty stores, malls, and large retailers along the highways finally wore down one of the pillars of Main Street.

Woolworth's will be fondly remembered by millions of its customers who dined at the lunch counter and purchased some of life's little necessities there. The company also stands as a testament to the possibilities when one person has one good idea and endless determination. •

TRIBUTE TO THE VERMONT STATE POLICE FOR 50 YEARS OF EXEMPLARY SERVICE

• Mr. JEFFORDS. Mr. President, it gives me great pleasure to extend my heartfelt congratulations to the Vermont State Police on the occasion of their 50th anniversary.

It all started on July 1, 1947, when the Department of Public Safety, home of the Vermont State Police, was established by the Vermont General Assembly. Although Vermont was one of the last in the Nation to create a State police force, it is widely regarded as one of the country's best. At its inception, it was comprised of 55 State troopers and 7 civilians.

During the department's 50 years of service, Vermont's population has increased by over 50 percent. As Vermont changed, so did the department. Today, it also includes a larger civilian force to assist with laboratory procedures and other non-law enforcement related work. Technological advances such as the introduction of radar as a speed enforcement tool, the purchase of the first polygraph instrument, and the creation of a mobile crime lab unit all increased the department's ability to deal with the rising challenges facing law enforcement today.

The changing societal and family dynamics have greatly impacted our police force. Today, our troopers must be trained differently to meet these challenges. What remains the same, however, is the dedication, professionalism, and exemplary service we have been accustomed to—in spite of the ever present dangers of the job. On any given day, a trooper's job might range from assisting a stranded motorist on Interstate 89 to a homicide call in the northeast kingdom.

For 50 years the department has helped improve our communities and given our citizens a sense of security. On behalf of all Vermonters I would like to thank the Department of Public Safety, and wish them continued success. •

MONTANA WORLD TRADE CENTER

• Mr. BAUCUS. Mr. President, in today's world, trade doesn't stop at the borders. Whatever business you're in, and whether you operate a Fortune 500 company or a small family farm, every day you have more opportunities and more competitors overseas.

That's why an organization like the Montana World Trade Center is so valuable to our State. We are a small business State. We have small timber mills, environmental technology firms,

Indian manufacturing companies, and family farms.

And, Mr. President, our Fortune 500 companies may well have all the information and all the connections they need to succeed in world trade. More power to them. But a small Montana farmer, or a specialized high-technology business, simply doesn't have the money and manpower to keep up with overseas opportunities.

Even at the most basic logistical level, the paperwork and customs forms associated with imports and exports can be too much for a small business to handle. Additional burdens include finding foreign partners in far-away countries—and while Canada makes up about half our exports, other Montana markets range around the world, from Kuwait to the Philippines to Bangladesh.

So our Montana farms, ranches, and businesses can gain a lot from the world marketplace. But they often need expert assistance in finding likely markets and partners abroad. And they need early warning when foreign competitors try to take advantage of them—as one firm found a Chinese company pirating its hunting decoy designs and advertising them in sportsmen's magazines.

That is what the Montana World Trade Center provides. And the \$2.5 million grant included in this bill will help the center meet that goal. It will help Montanans compete in the world marketplace and export more effectively. That is critical to our State's economic future. So this grant is a good investment that will pay off in new exports and more jobs.

I hope the Senate will approve it. •

FRANK AND MARION HAWKINS' 50TH WEDDING ANNIVERSARY

• Mr. CHAFEE. Mr. President, I rise today to offer my hearty congratulations to Frank and Marion Hawkins on their 50th wedding anniversary. Frank and Marion took their vows at St. Raymond's Church in Providence, RI, in 1947. So, on October 2, they will have spent 50 years together, living their dreams, raising their family, and sharing their successes and setbacks.

The Hawkins are blessed with four children: Robert, Charles, Mary-Ellen, and Stephen. They are also the proud grandparents of five grandchildren.

After graduating from Providence College in 1942, Frank served in the Army Air Force during World War II. Marion graduated from Edgewood Secretarial School. Frank retired in 1986 after working for the Carey & Celotex Corp.

I am pleased to announce that the family will gather on July 27, 1997, for a mass and festive meal to celebrate the Hawkins' 50th wedding anniversary. In closing, Mr. President, I want to extend my best wishes to the entire Hawkins family as they come together to celebrate this wonderful event. •